

Message Text

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PAGE 01 STATE 126633
ORIGIN AF-10

INFO OCT-01 ISO-00 COME-00 OPIC-03 EB-08 DOE-15 SOE-02
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DRAFTED BY AF/W:TWMSMITH:BA
APPROVED BY AF/W-TWMSMITH
-----068950 210210Z /23
R 181915Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS

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E.O. 11652: N/A

TAGS: EINV, BEXP, BGEN, BTRA, NI

SUBJECT: VISIT OF JAMES SMITH, PHILADELPHIA BUSINESSMAN

1. JAMES SMITH, A PHILADELPHIA CONSULTANT AND ENTREPRE-
NEUR, WILL ARRIVE IN NIGERIA JUNE 12 AND SEEK EMBASSY
ASSISTANCE IN THE PROJECTS OUTLINED BELOW. SMITH HAS A
NIGERIAN PARTNER, MAJOR UNUIGBE, NIGERIAN AIR FORCE
(RETIRED), WHO IS A FRIEND AND CLASSMATE OF NIGERIAN
DEFENSE ATTACHE, COLONEL FALOPE. TOGETHER THEY OWN
MEKE (NIGERIA) LTD. SMITH IS A FREQUENT VISITOR TO
AF/W, BUT HAS NEVER BEEN IN NIGERIA.

2. SMITH WISHES TO EXAMINE POSSIBILITIES OF ESTABLISHING
AN AIR CARGO BUSINESS USING HELICOPTERS AND FIXED WING
AIRCRAFT UNDER A LEASE/PURCHASE AGREEMENT WITH EVERGREEN
HELICOPTERS, INC. OF OREGON. HE SAYS HE HAS LEADS TO A
POSSIBLE MAIL CONTRACT AND IS ALSO INTERESTED IN AIR
SHIPMENTS FOR SUCH ENTERPRISES AS BANKS AND CONSTRUCTION
FIRMS.

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3. SMITH IS THE AUTHOR OF AN IDEA WHICH, IF IT COMES TO
FRUITION, WOULD INVOLVE PURCHASES OF CRUDE OIL FROM THE
NIGERIAN NATIONAL OIL COMPANY AT LESS THAN PREVAILING
PRICES BY A NIGERIAN-AMERICAN FIRM. THE CRUDE WOULD BE

SOLD TO SUN OIL AT PREVAILING PRICES. SOME OF IT WOULD

SUBSEQUENTLY BE MADE AVAILABLE TO A CHAIN OF GAS STATIONS OWNED BY MINORITY ENTREPRENEURS ON THE EAST COAST OF THE UNITED STATES.

4. SMITH IS ALSO INTERESTED IN PROVIDING A FOUNDRY TO NIGERIA AND HAS BEEN IN CONTACT WITH BETHLEHEM STEEL REGARDING THE POSSIBILITY OF DISMANTLING FOUNDRY NOW EITHER IDLE OR UNDERUTILIZED IN POTTSTOWN, PA.

5. PLEASE RENDER APPROPRIATE ASSISTANCE.

VANCE

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Message Attributes

Automatic Decaptioning: X
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Concepts: TRADE VISITS, INVESTMENT PROGRAMS
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition History: n/a
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Previous Handling Restrictions: n/a
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